

REPLACEMENT SHEET

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101

File Edit View Favorites Tools Help	
Back Forward Stop Search Media Google Search Web Search Site PageRank	
Address https://odl.siebel.com/OnDemand/User/ForecastAdmin	
SIEBEL CRM OnDemand Search	
Home Calendar Leads Accounts Contacts Opportunities Forecasts Reports Solutions Service	CustomerCare Training Admin MySetup Deleted Items Help Sign Out
Forecast Definition Help Tutorial Back	
Forecast Definition Update	
Create Forecast Snapshot Each Week Forecast Snapshot Day Sunday } 102	
Next Forecast Series Dates	
Forecast Date 11/23/2003 ~ 103	104
Forecast Series Participants	
Last Name Phillips Rogers Taylor Waller Williams	First Name Ethan Rick Ryan Lisa Joan
Previous Next	
All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z	
All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z	
Number of records displayed: 25	
Internet	

FIG. 1

REPLACEMENT SHEET

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File Edit View Favorites Tools Help	
Back Forward Stop Search Media Google Go Search Web Search Site PageRank	
Address https://odl.siebel.com/OnDemand/User/ForecastAdm	
CustomerCare Training Admin MySetup Deleted Items Help Sign Out	
Home Calendar Leads Accounts Contacts Opportunities Forecasts Reports Solutions Service	
Forecast Definition Help Tutorial Back	
<div> <div>Step 1</div> <div>Step 2</div> <div>Step 3</div> </div>	
<div> <div> Contacts </div> <div> Advanced Search Submit </div> <div> Create </div> <div> Task </div> <div> Appointment </div> <div> Contact </div> <div> Opportunity </div> <div> Account </div> <div> Lead </div> <div> Service Request </div> <div> Solution </div> </div>	
<div> <div>Select your Forecast Snapshot Frequency</div> <div>Create Forecast Snapshot Each * Week ~202</div> <div>* = Required Field</div> <div> Next Cancel </div> </div>	
<div> <div>Home</div> <div>Calendar</div> <div>Leads</div> <div>Accounts</div> <div>Contacts</div> <div>Opportunities</div> <div>Forecasts</div> <div>Reports</div> <div>Solutions</div> <div>Service</div> <div>Campaigns</div> <div>Dashboard</div> <div>Deleted Items</div> </div>	
<div> <div>© 2003 Siebel Systems, Inc. All Rights Reserved</div> <div>CRM OnDemand</div> <div>Terms of Use</div> <div>Privacy Statement</div> </div>	
<div> <div>Internet</div> </div>	

FIG. 2

REPLACEMENT SHEET

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File

Edit

View

Favorites

Tools

Help

Back

Forward

Stop

Search

Star

Favorites

Media

Print

Zoom

Full Screen

Help

Address

https://odl.siebel.com/OnDemand/User/ForecastAdmin

Go

Google

Search Web

Search Site

PageRank

CRM OnDemand

Search

Home

Calendar

Leads

Accounts

Contacts

Opportunities

Forecasts

Reports

Solutions

Service

Forecast Definition

Help

Tutorial

Back

CustomerCare

Training

Admin

MySetup

Deleted Items

Help

Sign Out

Step 1

Step 2

Step 3

Select your Forecast Snapshot Auto Forecast Date

Forecast Snapshot Day * Sunday 302

* = Required Field

Previous Next Cancel

Home

Calendar

Leads

Accounts

Contacts

Opportunities

Forecasts

Reports

Solutions

Service

Campaigns

Dashboard

Deleted Items

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Done

Internet

FIG. 3

FIG. 4

SABIEBEL CRM OnDemand Search	<input type="button" value="Home"/> <input type="button" value="Calendar"/> <input type="button" value="Leads"/> <input type="button" value="Accounts"/> <input type="button" value="Contacts"/> <input type="button" value="Opportunities"/> <input checked="" type="button" value="Forecasts"/> <input type="button" value="Reports"/> <input type="button" value="Solutions"/> <input type="button" value="Service"/>	<input type="button" value="CustomerCare"/> <input type="button" value="Training"/> <input type="button" value="Admin"/> <input type="button" value="MySetup"/> <input type="button" value="Deleted Items"/> <input type="button" value="Help"/> <input type="button" value="Sign Out"/>
---	--	--

Forecast Homepage [Help](#) [Tutorial](#) [Back](#)

To view a forecast, select the appropriate Forecast Date. Automated forecasts must first be defined and scheduled by your administrator before they will be viewable.

Forecast Homepage									
Status	Forecast Date ▲	Pipeline	Forecast	Closed Revenue	Owner				
Active	9/21/2003	\$55,050,000.00	\$43,950,000.00	\$7,800,000.00	Ethan Phillips				
Active	9/21/2003	\$55,050,000.00	\$43,950,000.00	\$7,800,000.00	Jean Williams				
Active	9/21/2003	\$35,450,000.00	\$27,550,000.00	\$1,400,000.00	Ryan Taylor				
Active	9/21/2003	\$10,400,000.00	\$7,200,000.00	\$3,200,000.00	Rick Rogers				
Active	9/21/2003	\$0.00	\$0.00	\$0.00	Lisa Waller				
Active	10/12/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Phillips				
Active	10/12/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Jean Williams				
Active	10/12/2003	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor				
Active	10/12/2003	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers				
Active	10/12/2003	\$0.00	\$0.00	\$0.00	Lisa Waller				
Active	10/19/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Phillips				
Active	10/19/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Jean Williams				
Active	10/19/2003	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor				
Active	10/19/2003	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers				
Active	10/19/2003	\$0.00	\$0.00	\$0.00	Lisa Waller				
Active	10/26/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Phillips				
Active	10/26/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Jean Williams				
Active	10/26/2003	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor				
Active	10/26/2003	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers				
Active	10/26/2003	\$0.00	\$0.00	\$0.00	Lisa Waller				
Active	11/2/2003	\$13,150,000.00	\$11,400,000.00	\$0.00	Ethan Phillips				
Active	11/2/2003	\$13,150,000.00	\$11,400,000.00	\$0.00	Jean Williams				
Active	11/2/2003	\$3,000,000.00	\$3,000,000.00	\$0.00	Ryan Taylor				
Active	11/2/2003	\$5,600,000.00	\$4,550,000.00	\$0.00	Rick Rogers				
Active	11/2/2003	\$0.00	\$0.00	\$0.00	Lisa Waller				

Previous | Next

 } 502
 } 503
 } 501

FIG. 5

FIG. 5

REPLACEMENT SHEET

CRM OnDemand
Search

[\[Contacts\]](#)

[Advanced Search](#) [\[Submit\]](#)

Create

[Task](#)

[Appointment](#)

[Contact](#)

[Opportunity](#)

[Account](#)

[Lead](#)

[Service Request](#)

[Solution](#)

[Home](#) [Calendar](#) [Leads](#) [Accounts](#) [Contacts](#) [Opportunities](#) [Forecasts](#) [Reports](#) [Solutions](#) [Service](#)

Forecast Detail [Help](#) [Tutorial](#) [Back](#)

Created for: [Joan Williams](#) Create Date: 9/21/2003 Status: Active

600

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602

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[Forecast Summary](#) [\[Edit\]](#) [Rollup](#) [Submit Forecast](#) [Unsubmit Forecast](#)

Date	Quota	Closed Revenue	Quota%	Forecast	Best Care	Pipeline	Expected Revenue
7/1/2003		\$3,450,000.00	0%	\$25,200,000.00	\$0.00	\$33,100,000.00	\$11,975,017.30
8/1/2003		\$2,350,000.00	0%	\$5,950,000.00	\$0.00	\$5,950,000.00	\$4,869,997.65
9/1/2003		\$2,000,000.00	0%	\$12,800,000.00	\$0.00	\$16,000,000.00	\$9,470,000.00
Totals	\$0.00	\$7,800,000.00		\$43,950,000.00	\$0.00	\$55,050,000.00	\$26,315,014.95

Team's Summary by Month

All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

Owner Alias	Date	Quota%	Forecast	Closed Revenue	Best Care	Pipeline	Last Updated
RR ROGERS	7/1/2003	0%	\$1,600,000.00	\$1,200,000.00	\$0.00	\$1,600,000.00	9/21/2003 11:23:38 PM
RR ROGERS	8/1/2003	0%	\$2,400,000.00	\$800,000.00	\$0.00	\$2,400,000.00	9/21/2003 11:23:38 PM
RR ROGERS	9/1/2003	0%	\$3,200,000.00	\$1,200,000.00	\$0.00	\$6,400,000.00	9/21/2003 11:23:38 PM
RT TAYLOR	7/1/2003	0%	\$21,600,000.00	\$1,050,000.00	\$0.00	\$29,500,000.00	9/21/2003 11:23:37 PM
RT TAYLOR	8/1/2003	0%	\$350,000.00	\$350,000.00	\$0.00	\$350,000.00	9/21/2003 11:23:37 PM
Totals			\$34,750,000.00	\$4,600,000.00	\$0.00	\$45,850,000.00	

Show Full List

All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

My Opportunities

Close Date	Forecasted	Opportunity Name	Account Name	Revenue	Sales Stage	Next Step	Previous
Refresh 9/3/2003	Y	Boy Construction - Sld Order - 5 Phoenix 900	Boy Construction	\$400,000.00	6 - Closed/Won	Call	
Refresh 9/3/2003	Y	Boy Demolition Services - Sld Order - 5 Phoenix 900	Boy Demolition Services	\$400,000.00	7 - Closed/Lost	E-mail	
Refresh 9/30/2003	Y	Bobcat Loaders & Excavators - Sld Order - 5 Phoenix 900	Bobcat Loaders & Excavators	\$400,000.00	3 - Short List	None	
Refresh 8/18/2003	Y	Carter's Rigging & Supply - Sld Order - 5 Phoenix 900	Carter's Rigging & Supply	\$400,000.00	6 - Closed/Won	None	

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FIG. 6

REPLACEMENT SHEET

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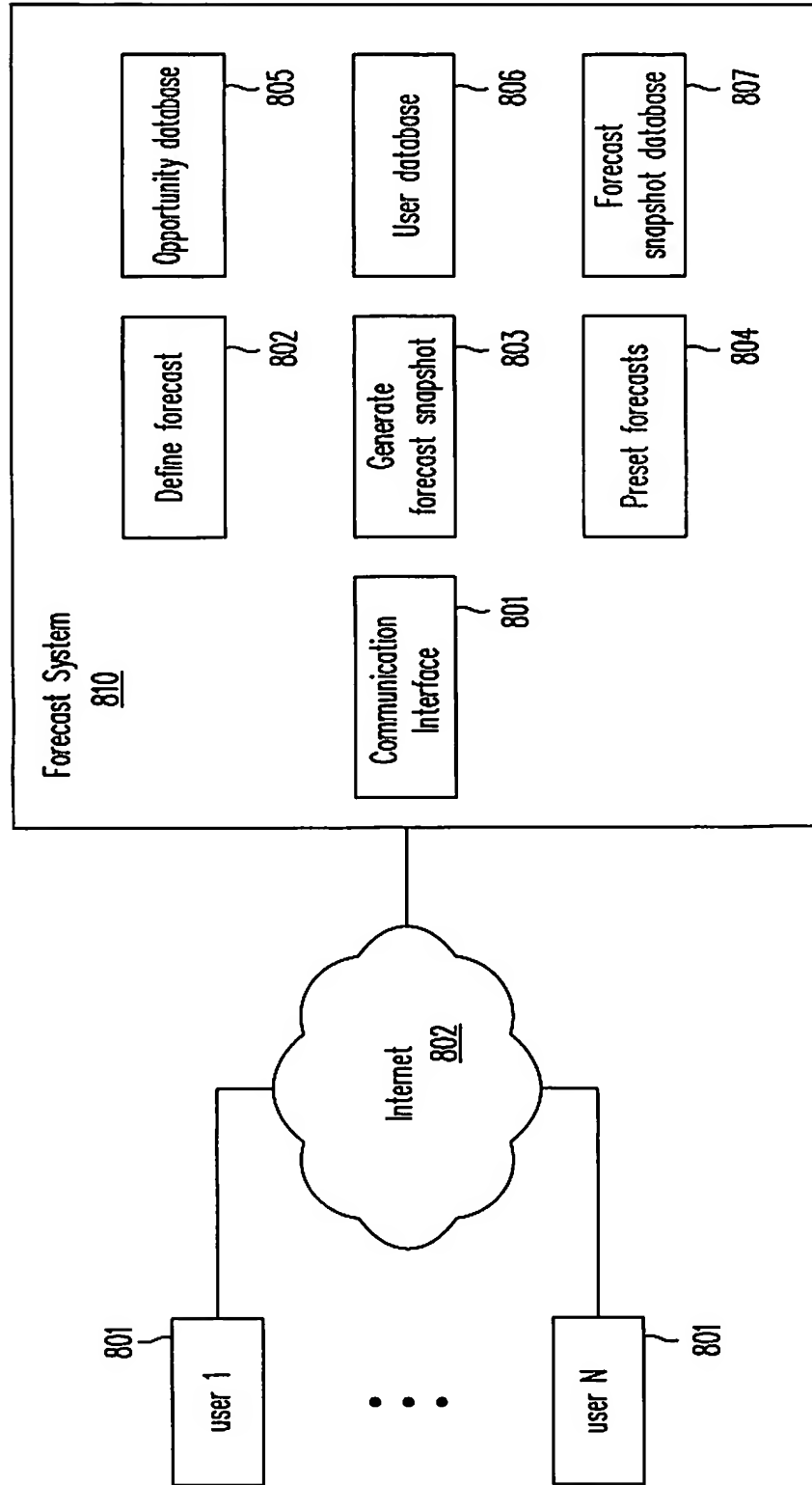


FIG. 8

REPLACEMENT SHEET

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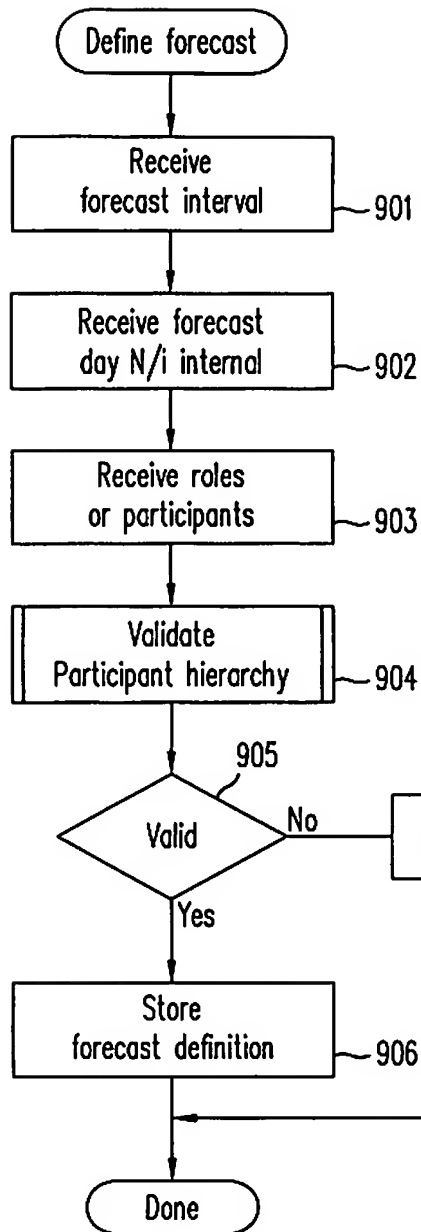


FIG. 9

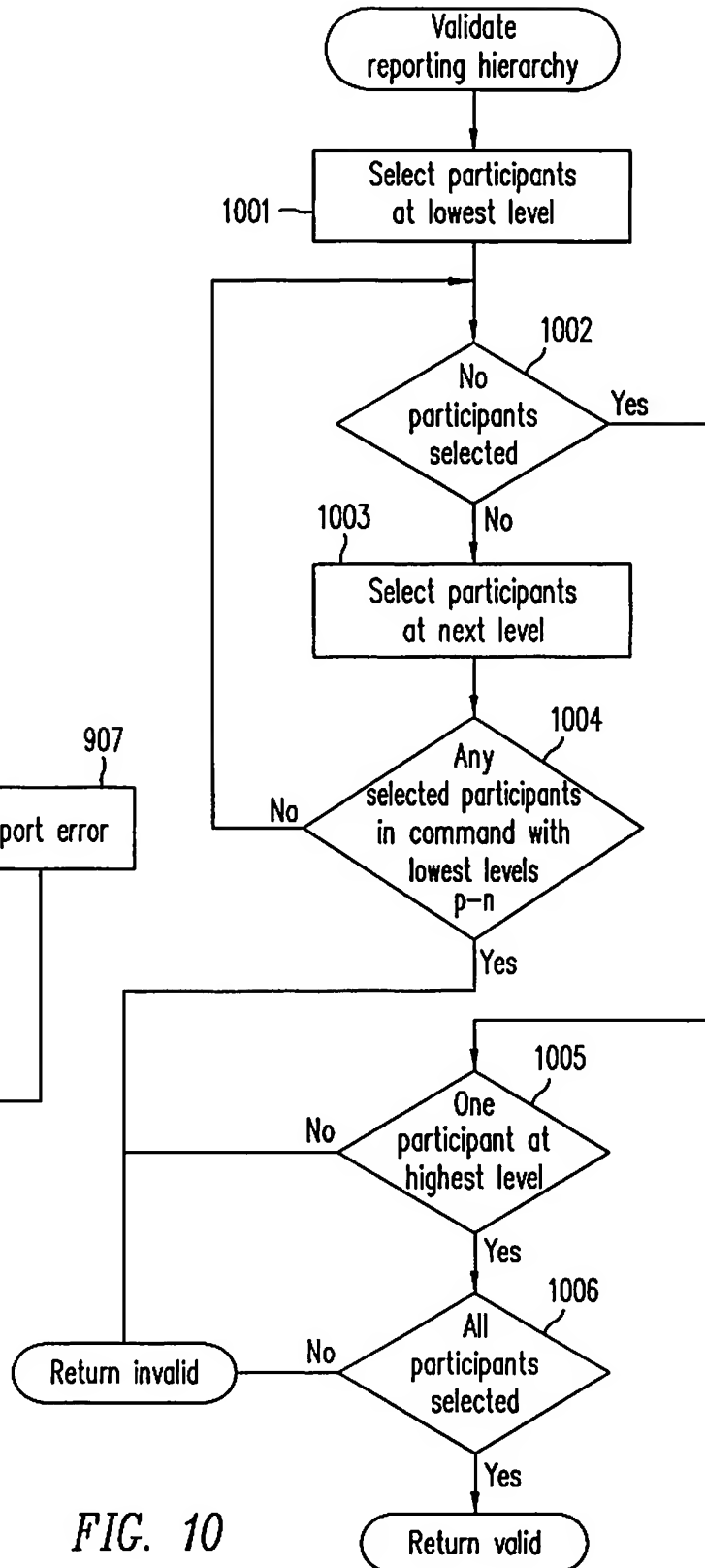


FIG. 10

REPLACEMENT SHEET

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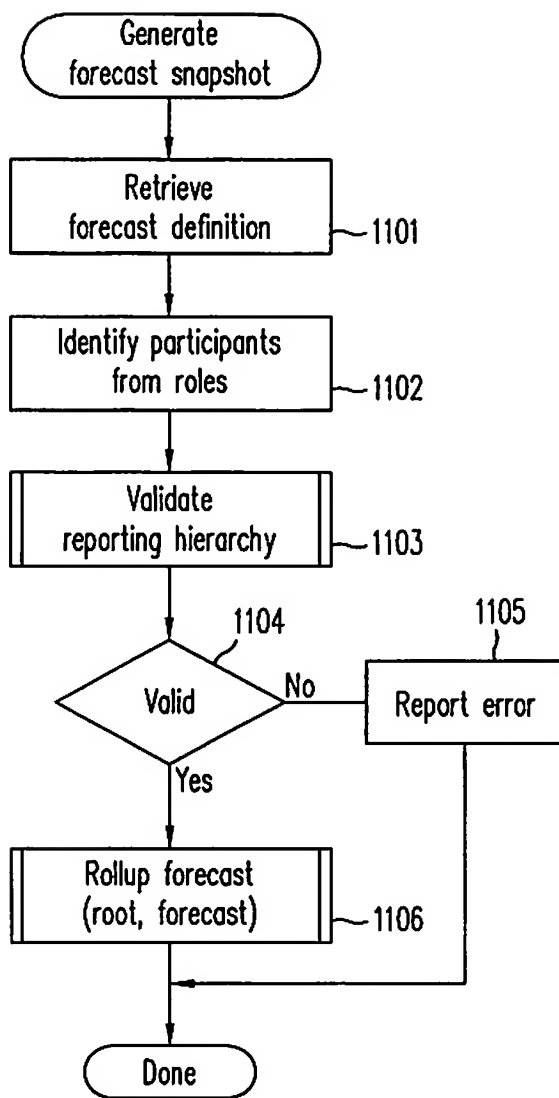


FIG. 11

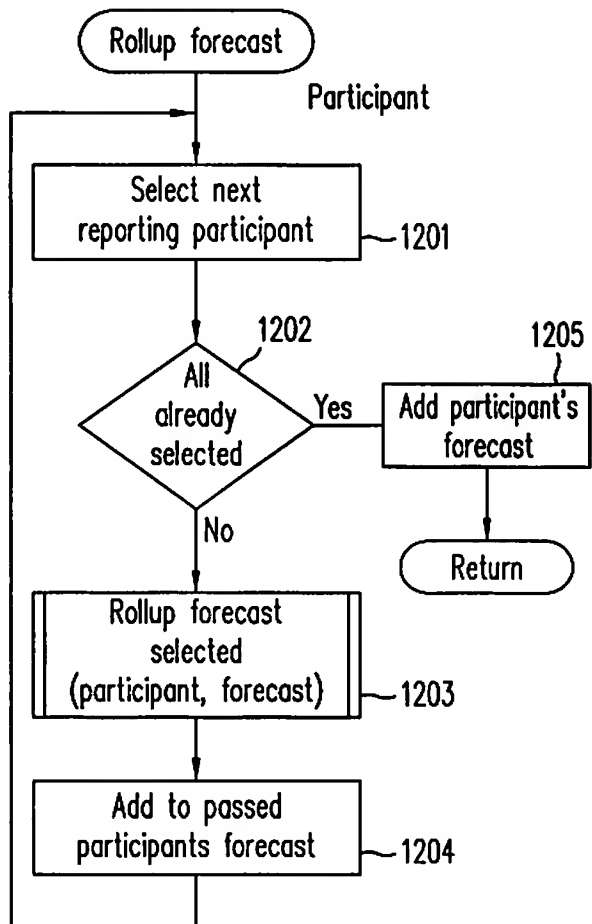


FIG. 12

REPLACEMENT SHEET

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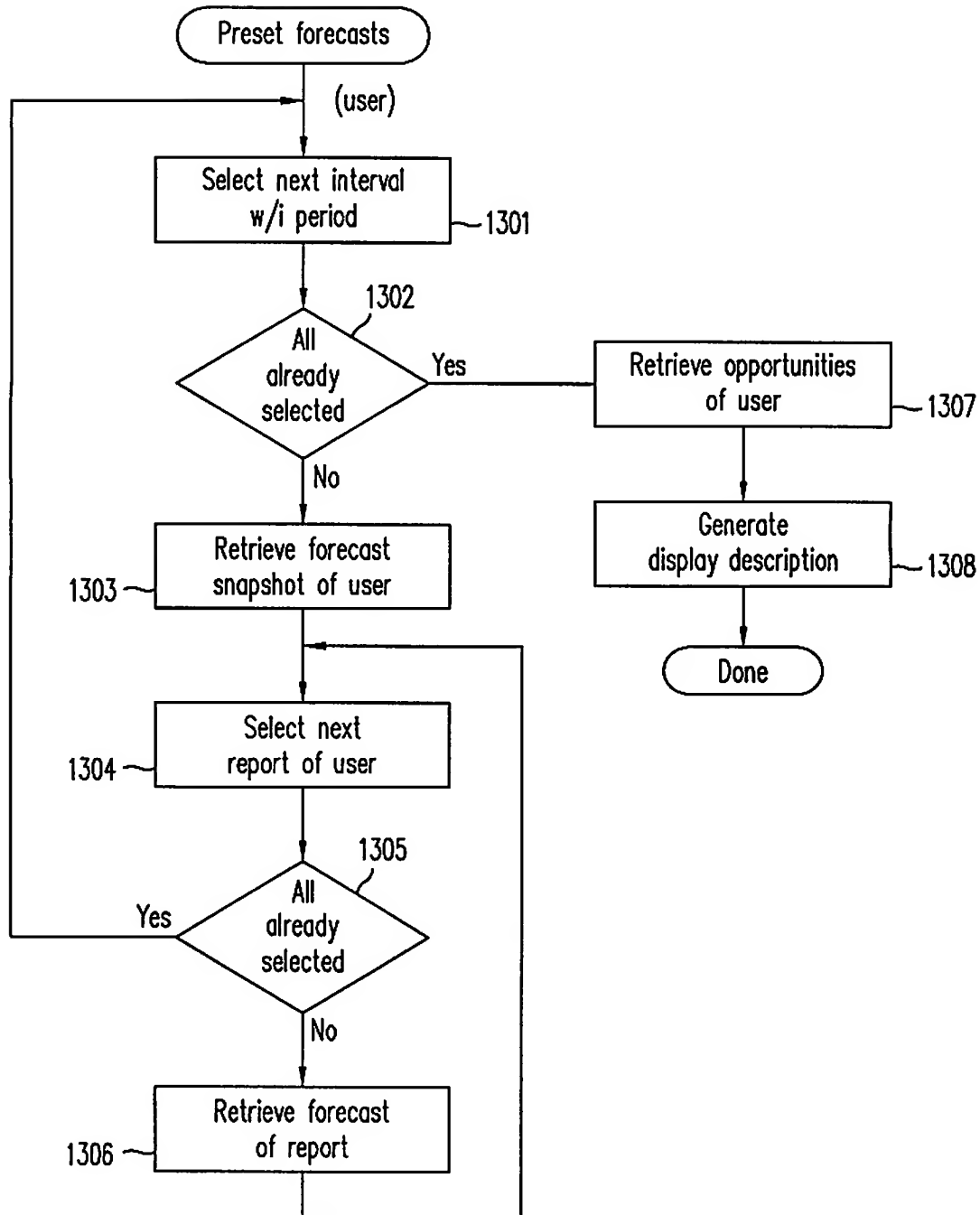


FIG. 13